

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 10311 090245Z

12

ACTION EB-07

INFO OCT-01 EA-09 ISO-00 AF-08 COME-00 TRSE-00 CIAE-00

INR-07 NSAE-00 STR-04 CIEP-02 /038 W

----- 066506

R 090220Z JUL 76

FM AMEMBASSY TOKYO

TO AMEMBASSY ADDIS ABABA

INFO SECSTATE WASHDC 668

UNCLAS TOKYO 10311

E.O. 11652: N/A

TAGS: ETRD, EMAE, ET, JA

SUBJECT: METHODS EMPLOYED BY JAPANESE FIRM TO WIN TENDER FOR TRUCKS

REF: A. ADDIS ABABA A-73, 6/7/76

B. TOKYO A-33, 2/6/76

1. WHEN QUERIED BY EMBASSY, OFFICIALS OF EXPORT-IMPORT BANK OF JAPAN INDICATED THAT THEIR ORGANIZATION WAS NOT PROVIDING ANY CREDITS TO HELP FINANCE THE SALE OF NISSAN TRUCKS TO ETHIOPIAN ROAD ADMINISTRATION INVOLVED IN TENDER DESCRIBED REFTEL. THIS WAS ALSO CONFIRMED BY OFFICIALS OF NISSAN AND MARUBENI. EMBASSY IS NOT AWARE OF ANY OTHER JAPANESE GOVERNMENT EXPORT SUPPORT PROGRAM THAT COULD HAVE BEEN USED TO ASSIST NISSAN IN LOWERING ITS SALE PRICE, EXCEPT PERHAPS EXPORT INSURANCE SYSTEMS SIMILAR TO THOSE AVAILABLE TO AMERICAN FIRMS IN U.S.

2. IN EMBASSY'S VIEW, BOTH NISSAN AND MARUBENI MAY HAVE BEEN WILLING TO SHAVE THEIR PROFIT SIGNIFICANTLY, OR EVEN FOREGO PROFIT, ON THIS SALE JUST TO GET NISSAN TRUCKS INTRODUCED INTO THE ETHIOPIAN MARKET FOR FIRST TIME. REF. B. IN WHICH EMBASSY ATTEMPTED TO ANALYZE WHY SOME JAPANESE FIRMS ARE ABLE TO UNDERBID U.S. AND OTHER FOREIGN COMPETITORS IN MAJOR PROJECTS BY SIGNIFICANT PERCENTAGES IS BEING POUCHED TO ADDIS ABABA.
HODGSON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: IMPORTS, TRUCKS, BANK LOANS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TOKYO10311
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760264-0689
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760772/aaaackyi.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 ADDIS ABABA A-73
Review Action: RELEASED, APPROVED
Review Authority: schwenja
Review Comment: n/a
Review Content Flags:
Review Date: 26 FEB 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 FEB 2004 by ThomasVJ>; APPROVED <12 AUG 2004 by schwenja>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: METHODS EMPLOYED BY JAPANESE FIRM TO WIN TENDER FOR TRUCKS
TAGS: ETRD, EMAE, BPRO, ET, JA, XMB
To: ADDIS ABABA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006